

Exhibit C

Ray Brown

PUBLIC SERVICE COMMISSION OF SOUTH CAROLINA

CLERKS'S OFFICE

- - -

DOCKET NO.: 2017-324-T

DEPOSITION OF RAY BROWN

DATE TAKEN: March 28, 2018

TIME BEGAN: 1:35 p.m.

TIME ENDED: 1:48 p.m.

LOCATION: Coldwell Banker Residential
Brokerage
349 St. Andrews Road
Columbia, SC 29210

REPORTED BY: Kelli R. Billingsley
EveryWord, Inc.
P.O. Box 1459
Columbia, South Carolina 29202
(803) 212-0012

Ray Brown

1 APPEARANCES:

2 NELSON MULLINS RILEY & SCARBOROUGH, LLP
3 BY: GILES M. SCHANEN, JR., ESQUIRE
4 104 South Main Street
5 Greenville, SC 29601
6 864-250-2300
7 giles.schanen@nelsonmullins.com
8 Representing Tiger Moving, LLC

9 S.C. OFFICE OF REGULATORY STAFF
10 BY: CAROLYN LESSIE HAMMONDS, ESQUIRE
11 1401 Main Street
12 Suite 900
13 Columbia, SC 29201
14 803-737-0803
15 lhammon@regstaff.sc.gov
16 Representing the S.C. Office of
17 Regulatory Staff
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11	E X H I B I T S	
12	(None Marked.)	
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<p>1 (It is hereby stipulated and agreed by 2 and between counsel for the respective parties 3 that this deposition is being taken, and that 4 the deponent waives reading and signing of 5 this deposition transcript.) 6 - - - 7 RAY BROWN, after having been first duly 8 sworn, was examined and testified as follows: 9 - - - 10 EXAMINATION 11 - - - 12 BY MR. SCHANEN: 13 Q Mr. Brown, my name is Giles Schanen. And 14 I'm with Nelson Mullins Riley & Scarborough in 15 Greenville, South Carolina. And I represent Tiger 16 Moving, LLC with respect to this matter. 17 Can you please state your full name? 18 A My name is Ray Brown. 19 Q And Mr. Brown, who is your employer? 20 A Coldwell Banker Residential Brokerage. 21 Q Okay. And what is your business address? 22 A The business address is 459 St. Andrews 23 Road, that's Columbia, South Carolina 29210. 24 Q Okay. Thank you. And for purposes of 25 this deposition is it okay if I call you Ray?</p>	<p>1 job? 2 A So on a day-to-day basis one of the 3 primary things that I do is prospect, reaching out 4 to friends, family, coworkers. Just letting them 5 know that I'm doing real estate, that if they know 6 anyone that's looking to buy a home or sell a home, 7 that they should contact me. Or if they just want 8 any advice on how the process goes, that they can 9 contact me. Anything real estate related. 10 Q Okay. And once you contact any type of 11 client, what type of -- what type of things as a 12 real estate agent do you do with respect to your 13 clients? 14 A So a lot of times my clients will ask me 15 about different services outside of just looking to 16 buy or sell a home. Whether it's a moving company, 17 a termite company, a landscape company, attorneys, 18 different services that they may need, they'll ask 19 me if I know anyone and then that's when I can -- 20 if I do know someone, I can recommend them. 21 Q Okay. So in your job do you ever have 22 occasion to recommend household goods movers? 23 A Yes. Yes, definitely. A lot of times if 24 there is someone that is moving into the area, they 25 may not be familiar with a lot of movers, moving</p>
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<p>1 A Yes. 2 Q Okay. Thanks, Ray. Can you describe 3 what the nature of your business is? 4 A The nature of my business is to help 5 individuals that are looking to either buy or sell 6 a home. 7 Q Okay. And so are you a real estate agent 8 or broker? 9 A Yes, I'm a real estate agent. 10 Q Okay. And if -- and in what counties 11 does your business operate? 12 A Primarily Richland and Lexington County. 13 We cover areas such as Cayce, West Columbia, 14 Pelion, Columbia, Leesville, Lexington, Chapin, 15 Irmo. Primarily those areas, but of course I'm 16 licensed in the state of South Carolina, so I've 17 helped people that may be in Charleston or the 18 Greenville areas, different areas throughout the 19 state. 20 Q Okay. Great. And how long have you been 21 a real estate agent? 22 A It's been almost a year that I've been 23 licensed with real estate. 24 Q Okay. Can you describe, you know, what 25 type of things you do on a day-to-day basis on your</p>	<p>1 companies, then they may ask me if there are any 2 companies that I recommend. 3 Q Okay. And in recommending a household 4 goods mover to your customers, what -- what 5 qualities do you look for? What qualities do you 6 believe are important for that mover to have? 7 A Well, a big thing is I want to make sure 8 they're honest, they say what they -- if they tell 9 you they're going to do something, they'll do it. 10 That they communicate with you, that they're 11 professional, because my name is tied to it as 12 well. So if I recommend a certain business or a 13 certain service, I want to make sure it's a 14 reflection of me. 15 So I want to make sure that, you know, 16 that they have integrity, that they are very 17 professional in what they say they're going to do. 18 Q Okay. And I'm talking about -- I'll ask 19 in a minute. At the time is the -- in the area 20 that you do business, would you say the real estate 21 market is active? 22 A Yes. Very active, yes. 23 Q Could you say a little bit about that? 24 A So basically right now as far as on the 25 seller side, the inventory is low so we have a lot</p>

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<p>1 of buyers out there that are looking into getting 2 into homes. So we've been contacted -- not just me 3 but my office -- and the sales have been up there. 4 And basically the business is there, it's just a 5 matter of finding who is looking for a home and who 6 is not.</p> <p>7 Q And is -- are you aware of any new areas 8 of development in the state of South Carolina that 9 are attracting people to move, you know, to new 10 addresses within the state?</p> <p>11 A Yes. There is certain areas that people 12 have moved to whether it's for a job relocation, 13 whether it's for school. There is different 14 reasons why they want to move there, or just if 15 there's a lot of availability of houses that they 16 are looking for, they may move there.</p> <p>17 Q Okay. So what are some examples in -- in 18 your experience, in some areas that are kind of hot 19 right now or where people are looking to move to?</p> <p>20 A Primarily there's -- I'd say besides 21 Columbia, the Greenville area, as well as closer to 22 Charleston as well. But not -- not like deep in 23 Charleston, kind of like on the outsides of 24 Charleston because it's less expensive, but they 25 still want to be relatively close to the Charleston</p>	<p>1 Q Okay. And do you believe that there 2 currently is a demand for qualified reputable 3 household goods movers to help with moves inside 4 the state of South Carolina?</p> <p>5 A Yes, sir.</p> <p>6 Q And equal -- and can you just explain, 7 you know, what you may have seen that leads you to 8 believe that?</p> <p>9 A Well, the reason is, in my opinion, is 10 that more people, they'd rather just contact a 11 moving company to help them move as opposed to how 12 it used to be, where they would just rent a truck 13 and get some friends or family to help them move.</p> <p>14 Now it seems like a lot more people 15 are -- they're just -- they'd rather pay the money 16 for the service and have it just be done as opposed 17 to spending a full day's work of moving.</p> <p>18 Q Okay. And with what you know about the 19 real estate market, and what you're seeing on a 20 day-to-day basis, do you think that the demand for 21 a qualified household goods moving service will 22 continue for the foreseeable future?</p> <p>23 A Yes, I do.</p> <p>24 Q Okay. Now, you mentioned earlier, you 25 know, some of the qualities that you said were very</p>
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<p>1 area.</p> <p>2 Q So Mt. Pleasant, is that an area you've 3 seen a hot real estate market in recent years?</p> <p>4 A Yes.</p> <p>5 Q What about within Columbia? Are there 6 any things happening there with kind of increased 7 demand in any specific area?</p> <p>8 A Yes. The Blythewood area is an area that 9 has definitely been increasing in the amount of 10 homes being built.</p> <p>11 Also in Lexington County there's a -- 12 basically on the outskirts of the Columbia area, 13 those areas have really been growing --</p> <p>14 Q Okay.</p> <p>15 A -- you know.</p> <p>16 Q And do you think people wanting to move 17 from other areas within the Columbia area or within 18 the state, to those areas where demand is higher 19 now?</p> <p>20 A Yes.</p> <p>21 Q Okay. Now, when that real estate market 22 is active, in your experience does that -- does 23 that mean the demand for household movers is 24 higher?</p> <p>25 A Yes, that's correct.</p>	<p>1 important for a household goods moving service. In 2 your experience, can it be a challenge to find, you 3 know, enough of those types of services, or to find 4 a service that's qualified and reputable?</p> <p>5 A Yes. It could be a challenge because 6 there's some people that when they -- some moving 7 companies that -- they may not care about the 8 customer, they just care about the amount that 9 they're getting paid.</p> <p>10 So when I look for a good moving company, 11 I want to make sure that they do provide that 12 customer service first and former -- first and 13 foremost, and also that they take care of the 14 people's property as if it's their own.</p> <p>15 Q Okay. And so at this point in time do 16 you believe there is a need for additional 17 qualified, reputable, household movers in the state 18 of South Carolina?</p> <p>19 A Yes.</p> <p>20 Q Okay. Now, are you familiar with Tiger 21 Moving, LLC?</p> <p>22 A Yes, I am.</p> <p>23 Q And how do you know about Tiger Moving?</p> <p>24 A I know of Tiger Moving from Dominick. He 25 used to work there. Now he works down in Columbia</p>

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<p>1 with Gamecock Moving.</p> <p>2 Q Okay. What do you know about Tiger</p> <p>3 Moving's reputation as a moving company?</p> <p>4 A Well, basically that they provide a high</p> <p>5 quality of service. Not just the reviews -- the</p> <p>6 reviews that they've received, but I've referred</p> <p>7 some people to them as well just because I feel</p> <p>8 like I can put my name behind it with their</p> <p>9 reputation of providing that service to the</p> <p>10 different individuals that are looking to move.</p> <p>11 Q Okay. So when you have the opportunity</p> <p>12 to recommend a moving company in the Upstate of</p> <p>13 South Carolina, Tiger Moving is the company that</p> <p>14 you've recommended?</p> <p>15 A Yes.</p> <p>16 Q Okay. And do you believe that Tiger</p> <p>17 Moving would be a good addition to the household</p> <p>18 moving industry throughout the state of</p> <p>19 South Carolina?</p> <p>20 A I do, yes.</p> <p>21 Q Okay. And they're applying for statewide</p> <p>22 authority to assist with moves in South Carolina in</p> <p>23 this case. So if they're granted that ability,</p> <p>24 based on your experience, do you believe there's</p> <p>25 enough moving business in the state to go around if</p>	<p>1 on my list, so I don't think I have any</p> <p>2 follow-up other than -- and y'all may have</p> <p>3 mentioned this, I think I just might have</p> <p>4 missed it.</p> <p>5 - - -</p> <p>6 EXAMINATION</p> <p>7 - - -</p> <p>8 BY MS. HAMMONDS:</p> <p>9 Q And Ray, you may have mentioned you do</p> <p>10 have personal knowledge of Tiger Moving's level of</p> <p>11 service and that that's been an overall positive</p> <p>12 experience, to your knowledge?</p> <p>13 A Yes.</p> <p>14 Q And you would recommend this mover if</p> <p>15 they were certificated?</p> <p>16 A Yes, that's correct.</p> <p>17 Q And you do feel, based on your personal</p> <p>18 knowledge, and in your real estate experience, that</p> <p>19 there are adequate moves -- the need for moves</p> <p>20 within the state to support an additional household</p> <p>21 goods carrier?</p> <p>22 A Yes.</p> <p>23 MS. HAMMONDS: Okay. That's all I have,</p> <p>24 Giles.</p> <p>25 MR. SCHANEN: All right. I want to thank</p>
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<p>1 Tiger Moving is allowed to help with moves</p> <p>2 throughout the state?</p> <p>3 A Yes, I do. With the way that the market</p> <p>4 is going, especially with a lot of new construction</p> <p>5 as well, I feel like there is going to be more and</p> <p>6 more people looking to move into South Carolina and</p> <p>7 so the need for a good qualified professional</p> <p>8 moving company would be there, yes.</p> <p>9 Q Okay. And you mentioned that in your job</p> <p>10 you have the opportunity to recommend movers. And</p> <p>11 you mentioned that you had recommended Tiger Moving</p> <p>12 to clients in the Upstate. If Tiger Moving is</p> <p>13 given the authority to operate statewide, would you</p> <p>14 recommend their services to clients in other parts</p> <p>15 of the state?</p> <p>16 A Yes.</p> <p>17 Q Okay. And Mr. Brown, did that -- did</p> <p>18 that complete your testimony today?</p> <p>19 A Yes, sir.</p> <p>20 MR. SCHANEN: And thank you.</p> <p>21 Ms. Hammonds may have some questions for you,</p> <p>22 also.</p> <p>23 THE WITNESS: Okay.</p> <p>24 MS. HAMMONDS: Thank you. Giles, I think</p> <p>25 you covered pretty much every question I have</p>	<p>1 you so much for your help. That will conclude</p> <p>2 the deposition. We appreciate it.</p> <p>3 THE WITNESS: No problem.</p> <p>4 - - -</p> <p>5 (Witness excused.)</p> <p>6 - - -</p> <p>7 (Deposition concluded at 1:48 p.m.)</p> <p>8 - - -</p> <p>9</p> <p>10</p> <p>11</p> <p>12</p> <p>13</p> <p>14</p> <p>15</p> <p>16</p> <p>17</p> <p>18</p> <p>19</p> <p>20</p> <p>21</p> <p>22</p> <p>23</p> <p>24</p> <p>25</p>

Ray Brown

1 CERTIFICATE OF REPORTER

2 I, Kelli R. Billingsley,
3 Notary Public for the State of South Carolina at
Large, do hereby certify:

4 That the foregoing deposition was taken
5 before me on the date and at the time and location
stated on page 1 of this transcript; that the
6 deponent was duly sworn to testify to the truth,
the whole truth and nothing but the truth; that the
7 testimony of the deponent and all objections made
at the time of the examination were recorded
8 stenographically by me and were thereafter
transcribed; that the foregoing deposition as typed
9 is a true, accurate and complete record of the
testimony of the deponent and of all objections
10 made at the time of the examination to the best of
my ability.

11 I further certify that I am neither
12 related to nor counsel for any party to the cause
pending or interested in the events thereof.
13 Witness my hand, I have hereunto affixed my
official seal this 28th day of March, 2018, at
14 Lexington County, South Carolina.

15
16 Kelli R. Billingsley,
Notary Public
17 State of South Carolina at Large
My Commission expires:
18 February 12, 2019
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